

RE22

Order # 8099-8920
POS Kits sent to stores
8100-

MAY: WINSTON CIGARETTE OUTLET CARTON ONINSERT (Promo. #800362)								
BUY 1 CARTON WITH ONINSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES .								
Million Dollar Giveaway for Five 'No Bull' NASCAR Races								
FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.								
CARTON ONINSERTS (PACKED 100/SKU, ITEM #541784) WILL BE SHIPPED TO RETAIL REPS WEEK OF 4/27/98.								
If no Retail Rep assigned, Oninserts will be shipped to Retail Manager.								
ONE P.O.S. KITS (ITEM #541772) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 4/29/98.								
UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.								
RETAIL PLACEMENT: WEEK OF 5/4/98								
S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	SKU ONINSERTS PER STORE (P.O.S. KIT) (PACKED 100/SKU)	ROU OFFICE USE SMS #
162201	1622 R MGR	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	2	
162202	1622 R MGR	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	2	NO POS SENT
1622 R MGR Total							4	8101-1545
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	2	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	2	
162220 Total							4	1515
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	2	
162209	162221	689353	SMOKIN' JOES TOBACCO	751 MILFORD RD	E STROUDSBURG	PA	2	
162221 Total							4	1525
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	2	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	2	
162222 Total							4	1530
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	2	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	2	
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	2	
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	2	
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	2	
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	2	
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	2	
162223 Total							14	1547

To Diane C.
8100-1515
8100-1525
8100-1530

30

MAY: WINSTON CIGARETTE OUTLET CARTON ONSSERT (Promo. #800362)

BUY 1 CARTON WITH ONSSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.

Million Dollar Giveaway for Five 'No Bull' NASCAR Races

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RETAIL PLACEMENT: WEEK OF 5/4/98

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162208	162224	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	2	
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	2	
	162224 Total						4	1555
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	2	
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	2	
	162225 Total						4	1563
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	2	
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTTS BEV&	ENDICOTT	NY	2	
	162226 Total						4	1573
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA	2	
162209	162227	584016	TOBACCO ROAD II	BOX 3	HONESDALE	PA	2	
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	2	
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	2	
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA	2	
	162227 Total						10	1578
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	2	
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	2	
162607	162228	750649	SMOKIN' JOES	140 EAST AVE	WELLSBORO	PA	2	
	162228 Total						6	1586

8100-1555

8100-1563

8100-1573

8100-1578

8100-1586

28

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S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	# SKUS ONSSERTS PER STORE (P#41784) (PACKED 100/SKU)	ROU OFFICE USE SMS #
162209	162229	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	2	
162209	162229	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	2	
162209	162229	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	2	
162209	162229	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	2	
162229 Total							8	1593
162605	162231	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	1	
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	2	
162231 Total							3	1603
162202	162232	785016	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	2	NO POS SENT
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	2	NO POS SENT
162232 Total							4	1617
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	2	NO POS SENT
162210	162233	594066	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	2	
162233 Total							4	1636
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	2	
162234 Total							2	1688
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	2	NO POS SENT
162237 Total							2	1688

Insert - Send to D. Eckardt (78204)

8101-1545 To Diane P.

23

RE 38

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162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	2	
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	2	
162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	2	
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	2	
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	2	
162201	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	2	
162239 Total							16	1723

8405-1723

46

'RE23'

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S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	SKUs ONINSERTS PER STORE (541784) AT PACKED 100/SKU	ROU OFFICE USE SMS #
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	2	
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	2	
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	2	
	162320 Total						6	1766
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	2	
	162322 Total						2	1785
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	2	
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	2	
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	2	
	162323 Total						6	1791
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	2	
	162324 Total						2	1798
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	2	
162302	162325	114561	NEXT DOOR	RT 7	POWNA	VT	2	
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	2	
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	2	
162302	162325	623997	SARGENT'S SHORT STOP	MAIN STREET	BENNINGTON	VT	2	
	162325 Total						10	1861
162307	162327	178829	THRUWAY PHARMACY_INC	TRUWAY SHP/CTR PLA	WALDEN	NY	2	
	162327 Total						2	1871

8100-1766

8100-1785

8100-1791

8100-1798

8100-1861

8100-1871

'RE 26'

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8100-1892

8100-1900

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162601	162625	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	2	
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	1	
	162625 Total						3	1910
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	2	
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	1	
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAIN	LEWISTON	NY	1	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	1	
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	1	
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAIN	SANBORN	NY	2	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT.	SANBORN	NY	2	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	2	
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	1	
	162626 Total						13	1916

8100-1910

8100-1916

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S/REP	R/REP	SIST	ACCOUNT NAME	ADDRESS	CITY	STATE	SKU ONSSERTS PER STORE (ITEM #541784) (PACKED 100/SKU)	ROU OFFICE USE SMS #
162606	162628	324640	SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	1	
162606	162628	328435	OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	1	
162606	162628	340601	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	1	
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	1	
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	1	
162606	162628	482404	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	1	
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER R	STEAMBURG	NY	1	
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	1	
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	1	
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	1	
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	1	
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	1	
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	1	
		162628 Total					13	1924

8100 - 1924

1RE 381

MAY: WINSTON CIGARETTE OUTLET CARTON INSERT (Promo. #800362)**BUY 1 CARTON WITH INSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.****Million Dollar Giveaway for Five 'No Bull' NASCAR Races****FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU, ITEM #541784) WILL BE SHIPPED TO RETAIL REPS WEEK OF 4/27/98.****If no Retail Rep assigned, Inserts will be shipped to Retail Manager.****ONE P.O.S. KITS (ITEM #541772) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 4/29/98.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 5/4/98**

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163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	2	
163805	163820	103056	TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	2	
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	2	
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	2	
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	2	
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	2	
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	2	
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	2	
163820 Total							16	1944
163804	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	2	
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	2	
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	2	
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	2	
163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH	2	
163804	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	2	
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	2	
163821 Total							14	1949

8100-1944

8100-1949

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163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	2	
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	2	
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	2	
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	2	
	163822 Total						8	1950
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	2	
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	2	
163806	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	2	
	163823 Total						6	1951
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	2	
	163824 Total						2	1955
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	2	
	163825 Total						2	1960
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	2	
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	2	
163807	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	2	
163807	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPR	LACONIA	NH	2	
163807	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	2	
163807	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	2	
	163826 Total						12	1976

8100-1950

8100-1951

8100-1955

8100-1960

8100-1976

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ONE P.O.S. KITS (ITEM #541772) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 4/29/98.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 5/4/98

S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	# SKU ONSSERTS PER STORE (ITEM #541784) PACKED 100/SKU	ROU OFFICE USE SMS #
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	2	
163802	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	2	
163802	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	2	
	163827 Total						6	1981
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	2	
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	2	
	163829 Total						4	1989
	Grand Total						244	

8100-1981

8100-1989

502 SMS502N1

SALES MATERIALS SYSTEM

04/08/98 15:13

SMS ALLOCATION INQUIRY

FN: _____

Area/Reg/Div/Terr*: 16XXXX (Wildcards Allowed) << Found 1 locations >>

Item Number.....: 541784 WIN MAY CTS CTN ONSERT

Location	Actual	Usage	Available	Transfer
1 16 BUFFALO REGION	244	244	0	0

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Help Retrn Bkwr Frwr Main

51861 1011

502 SMS502N1

SALES MATERIALS SYSTEM

04/08/98 15:13

SMS ALLOCATION INQUIRY

FN: _____

Area/Reg/Div/Terr*: 16XXXX (Wildcards Allowed) << Found 1 locations >>

Item Number.....: 541772 WIN MAY CTS POS KIT

Location	Actual	Usage	Available	Transfer
1 16 BUFFALO REGION	133	133	0	0

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
Help Retrnr Bkwrdr Frwrdr Main

51861 1012

DM
AMA
RAM

MAY: WINSTON CIGARETTE OUTLET CARTON INSERT (Promo. #800362)
BUY 1 CARTON WITH INSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES .
Million Dollar Giveaway for Five 'No Bull' NASCAR Races
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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	SKUs ONSETS PER STORE #541784 / PACKED 100/SKU	
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	2	
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	2	
162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	2	
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	2	
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	2	
162201	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	2	
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	2	
162201	1622 R MG	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	2	
162202	162232	785016	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	2	NO POS SENT
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	2	NO POS SENT
162202	1622 R MG	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	2	NO POS SENT

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	# SKUs INSERTS PER STORE (#541784/ PACKED 100/SKU)	
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	2	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	2	
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	2	
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	2	
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	2	
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	2	
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTTS BEV&	ENDICOTT	NY	2	
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	2	
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	2	
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	2	NO POS SENT
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	2	NO POS SENT
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	2	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	2	
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	2	
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	2	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	2	
162208	162224	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	2	
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	2	

51861 1014

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	#/ SKUs INSERTS PER STORE (#541784) PACKED 100/SKU)
162209	162221	689353	SMOKIN' JOES TOBACCO	751 MILFORD RD	E STROUDSBURG	PA	2
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	2
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	2
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA	2
162209	162227	584018	TOBACCO ROAD II	BOX 3	HONESDALE	PA	2
162209	162229	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	2
162209	162229	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	2
162209	162229	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	2
162209	162229	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	2
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	2
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	2
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA	2
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	2

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162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	2
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	2
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	2
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	2
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	2
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	2
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	2
162302	162325	114561	NEXT DOOR	RT 7	POWNA	VT	2
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	2
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	2
162302	162325	623997	SARGENTS SHORT STOP	MAIN STREET	BENNINGTON	VT	2
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	2
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	2
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	2
162307	162327	178829	THRUWAY PHARMACY_INC	TRUWAY SHP/CTR PLA	WALDEN	NY	2

SALES REPS

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S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	SKU'S ONINSERTS PER STORE (#541784) PACKED 100/SKU
162601	162625	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	2
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE R	BASOM	NY	2
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	2
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	1
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	1
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	1
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	2
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	1
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAI	LEWISTON	NY	1
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	1
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAI	SANBORN	NY	1
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAI	SANBORN	NY	2
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT	SANBORN	NY	2
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	2
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	1
162605	162231	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	1
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	2

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	SKU, INSERTS PER STORE (#541784) PACKED 100/SKU
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	2
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	2
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	2
162606	162623	263886	DARREN'S BEARCLAW	11048 S.WESTERN BLV	IRVING	NY	1
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	1
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	1
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEV	GOWANDA	NY	1
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	1
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	1
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	1
162606	162623	536774	JR'S SMOKESHOP	RT. 5 & LAKESHORE R	IRVING	NY	2
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	1
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRIP	IRVING	NY	1
162606	162623	733079	BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY	1
162606	162628	324640	SENECA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	1
162606	162628	328435	OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	1
162606	162628	340601	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	1
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	1
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	1
162606	162628	482404	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	1
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER R	STEAMBURG	NY	1
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	1

MAY: WINSTON CIGARETTE OUTLET CARTON ONSET (Promo. #800362)**BUY 1 CARTON WITH ONSET THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.****Million Dollar Giveaway for Five 'No Bull' NASCAR Races****FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #541784) WILL BE SHIPPED TO RETAIL REPS WEEK OF 4/27/98.****If no Retail Rep assigned, Onsets will be shipped to Retail Manager.****ONE P.O.S. KITS (ITEM #541772) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 4/29/98.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 5/4/98**

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162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	1
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	1
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	1
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	1
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	1
162607	162228	750649	SMOKIN' JOES	140 EAST AVE	WELLSBORO	PA	2

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163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	2
163802	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	2
163802	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	2
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	2
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	2
163804	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	2
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	2
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	2
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	2
163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH	2
163804	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	2
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	2
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	2
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	2
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	2
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	2
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	2
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	2

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163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	2
163805	163820	103056	TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	2
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	2
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	2
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	2
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	2
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	2
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	2
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	2
163806	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	2
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	2
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	2
163807	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	2
163807	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPR	LACONIA	NH	2
163807	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	2
163807	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	2
							244

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Workplan Logistics

I. Selling/Execution Detail

Month: May

Promotion: WINSTON CTS Carton Onsert

Promotion #: 800362

Item #: 541772 - POS Kit 541784 - Onsert

Segment: Cigarette Tobacco Stores - Carton

SKU Quantity: #541772 (1 SKU), #541784 (100/SKU)

Placement/MSA Reporting: WIN MAY CTN ONST

Reporting Dates: 5/4/98 - 7/3/98

Promotion Details: 1) Promotion Description: Carton Onsert communicating "Winston No Bull 5" sweepstakes, onsert to be applied at retail.

2) Materials Description: #541772 POS Kit (includes 2 Dump Bin Riser Cards, 1 Tent Card) #541784 Onsert (100/SKU)

3) Recommended Displays: 8-Case Display #527951 or Retailer Promotional Shelving.

Pricing Details:

- Invoice Description: N/A
- Pricing: N/A
- Terms: N/A
- Additional Allowance: N/A

Promotional Packaging UPC: N/A

Product UPC: N/A

VAP Payment Per 6M Case: 1) Pack Only: N/A

2) Pack and Ship: N/A

II. Promotion Timing

Allocations Available: 2/2/98

Model Available: N/A

Allocation Adjustments to Model: N/A

Templates Available: N/A

Valued-Added Transfer Deadline: N/A

First Order Date: 3/16/98

First Ship Date to Direct Accounts: N/A

VAP/Delivery Date to Retail Accounts: N/A

Last Delivery Date to Direct Accounts: N/A

Roll Remaining Allocations to National/Clean-Up: 5/18/98

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May WINSTON Carton Onserts - Cigarette/Tobacco Stores
Promotion # 800362, POS Kit Item # 541772, Onsert Item # 541784

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	CTS/POS KITS #541772	Carton Onsert #541784 (100/SKU)	Offers
1100 Boston	63	115	11,500
1200 New York Metro	0	0	0
1300 Philadelphia	54	99	9,900
1600 Buffalo	133	244	24,400
1700 Pittsburgh	183	335	33,500
1800 Cincinnati	230	422	42,200
Total NESA	663	1,215	121,500
2100 Winston-Salem	206	378	37,800
2200 Atlanta	158	290	29,000
2300 Florida	176	322	32,200
2600 Dallas	400	733	73,300
2900 Richmond	242	444	44,400
Total SSA	1,182	2,167	216,700
5100 N. California	100	183	18,300
5400 S. California	135	247	24,700
5600 Seattle	187	343	34,300
5800 Houston	119	218	21,800
Total WSA	541	991	99,100
6200 Chicago	204	374	37,400
6300 Minneapolis	338	620	62,000
6600 Denver	580	1,063	106,300
6700 Detroit	184	337	33,700
6900 St. Louis	400	733	73,300
Total MWSA	1,706	3,127	312,700
GRAND TOTAL	4,092	7,500	750,000

sgr003/ccd
2/9/98